

Message Text

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ORIGIN COME-00

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FM SECSTATE WASHDC

TO AMEMBASSY KUWAIT PRIORITY

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E.O. 11652: N/A

TAGS: BEXP, KU

SUBJ: PRODUCT OPPORTUNITY: NEW TANKERS

REF: (A) KUWAIT 2687; (B) KUWAIT 3132; (C) KUWAIT 3257

1. DOC HAS CONTACTED SEVEN YARDS WHICH HAVE EARLIEST AVAILABLE BERTH SPACE. TWO OF THESE YARDS, AVONDALE AND INGALLS, WHO HAVE ALREADY RECEIVED SPECIFICATIONS HAVE BEEN URGED TO RESPOND TO THE ARAB MARITIME PETROLEUM TRANSPORTATION COMPANY. BETHLEHEM RESPONDED ON JULY 17 THAT IT WAS UNABLE TO FILL REQUIREMENTS. REQUEST THAT SPECIFICATIONS ALSO BE SENT TO (1) BATH IRON WORKS CORP., 700 WASHINGTON STREET, BATH, MAINE 04530, ATTN: MR. WILLIAM HAGGETT; (2) LOCKHEED SHIPBUILDING AND CONSTRUCTION CO., 2929 16TH STREET, S.W., SEATTLE, WASHINGTON 98134, ATTN: MR. INGWERSON; (3) BOSTON SHIPBUILDING CORP., 53 STATE STREET, BOSTON, MASSACHUSETTS 02109, ATTN: MR. LLOYD BERGESON; AND (4) TODD SHIPYARDS CORP., ONE STATE STREET PLAZA, NEW YORK, NEW YORK 10004, ATTN: ARTHUR B. STOUT.

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WM FYI. ALTHOUGH ABOVE MENTIONED U.S. YARDS ARE

INTERESTED IN REVIEWING SPECS, MOST INDICATED THAT LITTLE
COULD BE EXPECTED TO COME OF THIS OPPORTUNITY. PRIORITIES
FOR STEEL PLUS HEAVY DOMESTIC DEMAND FOR SHIPS UNDER
MARITIME PROGRAM HAS CREATED HEAVY BACKLOG OF ORDERS SUCH
THAT FOREIGN BUSINESS IS NOT BEING PARTICULARLY SOUGHT.
SUGGEST THAT WHILE EMBASSY MAY WISH TO CONVEY DESIRE BY
YARD TO REVIEW SPECS, IT MAY NOT WANT AT SAME TIME TO IMPLY
THAT YARDS ARE EAGERLY AWAITING FORTHCOMING CONTRACT.
END FYI.

3. WOULD APPRECIATE STATUS OF REQUIREMENT AND WILL
ENCOURAGE U.S. YARDS TO TAKE LONG, HARD EXAMINATION OF
SPECS IF EMBASSY FEELS THAT VALID OPPORTUNITY EXISTS.
KISSINGER

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